

CO-DEVELOPER REQUEST FOR PROPOSAL FAQs

1. IN WHAT ORDER WILL YOU RELEASE THE PROJECTS?

A. The order has not been determined. We will use the feedback we receive during the Qualification Period to help inform the release order of the 3 projects.

2. WHO WILL BE INVITED TO SUBMIT A PROJECT-SPECIFIC PROPOSAL?

A. We anticipate all those Qualified applicants who indicate an interest in a project will receive an invitation; However, in the event there is overwhelming interest for a specific project, we may limit the number of invitees. This would be done to encourage those invited co-developers to spend the necessary time it takes to fully understand the project and submit a thorough proposal.

3. IS THERE A SCORING SYSTEM YOU WILL USE TO EVALUATE PROJECT-SPECIFIC PROPOSALS?

A. To encourage the widest variety of approaches, the co-development proposals will not be based on a scoring system. Each co-development proposal will be evaluated on a number of factors such as experience of the team and their approach.

4. HOW MANY OF THE FOLLOWING COMMUNITY BENEFIT AGREEMENT CRITERIA MUST I MEET TO BE QUALIFIED? (I) DISADVANTAGED BUSINESS, (II) DETROIT-BASED BUSINESS, (III) DETROIT HEADQUARTERED BUSINESS, AND (IV) DETROIT RESIDENT BUSINESS?

A. Applicant(s) must meet at least one of the Community Benefit Agreement criteria to qualify for consideration.

5. WHAT QUALIFIES AS A DISADVANTAGED BUSINESS?

A. The term disadvantaged business is not defined in the Community Benefit Agreement. To help us better understand your proposal, please explain how you understand how your team or entity would qualify as a disadvantaged business.

6. CAN I PARTNER WITH A QUALIFIED APPLICANT?

A. Project-specific submittals that include several groups coming together (which could include groups that on their own would not qualify), will be considered. To stay consistent with the spirit of the Co-Developer RFP program, an understanding of the structure, roles and responsibilities amongst the group will be required.

7. WHAT IS THE INTENDED DEAL STRUCTURE FOR EACH PROJECT?

A. To encourage a variety of approaches, we do not want to be overly prescriptive on specific deal structure for each project. At this time, we have provided initial guidance on potential development approaches along with co-developer roles and responsibilities. As each project is released, more guidance will be provided.

8. DO YOU HAVE A LIST OF PREFERRED CONTRACTORS OR VENDORS?

A. We do not have a list of preferred contractors or vendors and encourage diversity of contractors and third-party professionals. To stay consistent with the spirit of the Co-Developer RFP, every project specific submission and potential partnership will receive individual evaluation.

9. HOW DO I MEET WITH THE ODM TEAM INDIVIDUALLY?

A. Email your request to
RFP@TheDistrictDetroitOC.com